

# City of Lawrence

## Stop Loss Marketing Comparison

2018 Plan Year

Stop Loss Carrier	Cigna Current	Aetna	Berkley	Sun Life	SwissRe
<b>Specific (Individual) Stop Loss</b>					
Specific Level	\$125,000	\$125,000	\$125,000	\$125,000	\$125,000
Contract Basis	<i>Paid</i>	<i>24/12</i>	<i>24/12</i>	<i>24/12</i>	<i>24/12</i>
Maximum Annual Specific Benefit	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Lifetime Maximum per Person	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Benefits Covered	Medical / Rx	Medical / Rx	Medical / Rx	Medical / Rx	Medical / Rx
Monthly Specific Premium Rates:	Enroll.				
Single 321	\$94.00	\$51.67	\$48.09	\$135.02	\$54.07
Family 506	\$94.00	\$134.91	\$160.12	\$135.02	\$142.46
Composite 827	\$94.00	\$102.59	\$116.64	\$135.02	\$108.15
Monthly Premium	\$77,738	\$84,851	\$96,458	\$111,662	\$89,441
Annual Premium	\$932,856	\$1,018,206	\$1,157,491	\$1,339,938	\$1,073,295
<b>Aggregate Stop Loss</b>					
Contract Basis	<i>Paid</i>	<i>24/12</i>	<i>24/12</i>	<i>Did not quote</i>	<i>24/12</i>
Maximum Annual Level	<i>Unlimited</i>	<i>Unlimited</i>	\$1,000,000	N/A	\$1,000,000
Benefits Covered	Medical / Rx	Medical / Rx	Medical / Rx	N/A	Medical / Rx
Corridor	120%	120%	<i>125%</i>	N/A	120%
Monthly Attachment Factors:	Enroll.				
Single 321	\$ 1,044.22	\$ 563.39	\$521.06	N/A	\$554.78
Family 506	\$ 1,044.22	\$ 1,471.05	\$1,586.89	N/A	\$1,527.41
Composite 827	\$1,044.22	\$1,118.60	\$1,173.19	N/A	\$1,149.88
Maximum Claim Liability	\$10,362,839	\$11,100,986	\$11,642,719	\$0	\$11,411,446
Monthly Aggregate Premium Rate:	\$4.94	Included with Specific	\$4.81	\$0.00	\$4.87
Monthly Premium	\$4,085	\$0	\$3,978	\$0	\$4,027
Annual Premium	\$49,025	\$0	\$47,734	\$0	\$48,330
Total Annual Stop Loss Premium	\$981,881	\$1,018,206	\$1,205,226	\$1,339,938	\$1,121,625
Premium % Change from Current		3.7%	22.7%	36.5%	14.2%
<b>Additional Interface Fee Charged by Aetna</b>					
Annual Total	\$0	\$0	\$4,600	\$4,600	\$4,600
Total annual Premium and Fee	\$981,881	\$1,018,206	\$1,209,826	\$1,344,538	\$1,126,225
Premium and Fee % Change from Current		3.7%	23.2%	36.9%	14.7%
<b>Total Claims Liability</b>					
Maximum Annual Claims Liability	\$10,362,839	\$11,100,986	\$11,642,719	\$0	\$11,411,446
Maximum Claims + Total Stop Loss Premium & Fees	\$11,344,720	\$12,119,193	\$12,852,545	N/A	\$12,537,671
Maximum Claims & Premium Change from Current		6.8%	13.3%	N/A	10.5%
Expected Annual Claims Liability	\$8,635,699	\$9,250,822	\$9,314,175	N/A	\$9,509,538
Expected Claims + Total Stop Loss Premium & Fees	\$9,617,580	\$10,269,028	\$10,524,001	N/A	\$10,635,763
Expected Claims & Premium Change from Current		6.8%	9.4%	N/A	10.6%
Lasers / Rate Caps / Other Important Items	N/A	Run-in limited to \$375.00 per claimant	No new lasers at renewal / 50% rate cap quoted / contingent on claims through 9/30 and additional disclosure on high claimants / run-in limit - 12% of annual claim liability	Quoted Hays Coop with refund potential based on pool performance; no new lasers and 40% renewal rate cap / contingent on additional disclosure on large claimants and claims through Aug. by 9/30/17	Quoted no new lasers at renewal and 40% renewal rate cap / contingent on claims through 10/31 and additional disclosure on large claimants / run-in limit - 16% of annual claim liability

Commissions Quoted:	Net	Net	Net	Net	Net
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